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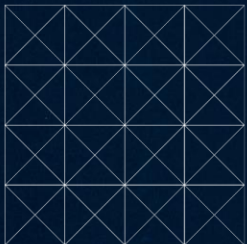
KONGSBERG DIGITAL

DIGITALIZING THE WORLD'S INDUSTRIES

12/11/20

Hege Skryseth, President Kongsberg Digital & EVP

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Our business

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INDUSTRIAL AND COMMERCIAL PARTNERSHIPS

ECOSYSTEM

Built in cyber security



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Scalable market offering with open ecosystem

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SaaS and recurring revenue business

Kongsberg Digital apps



3rd party apps



Customer owned apps



- 30K vessels install base
- 11K vessels with KONGSBERG automation system
- Advanced simulators and models



- 100 IOC assets with installed simulators
- Enterprise agreement with Shell Global
- Upstream, integrated gas and downstream manufacturing assets



- 20K users on Sitecom
- 15K wells

Kognifai



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Kongsberg Digital highlights

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2019

~800 MNOK Revenue
26% YoY growth

95% external revenue
~70% international
business

2020

Kongsberg Digital
~35% recurring revenue*

12% growth in ARR*



Maritime
~37% recurring revenue*



Energy
~35% recurring
revenue*

*Rolling 12 months, Sep 19/20

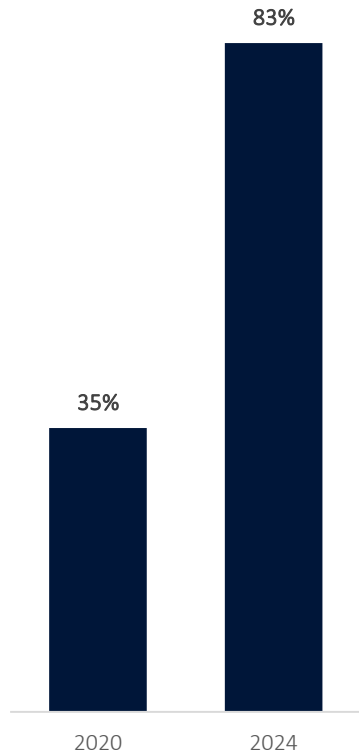


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Kongsberg Digital - ARR growth

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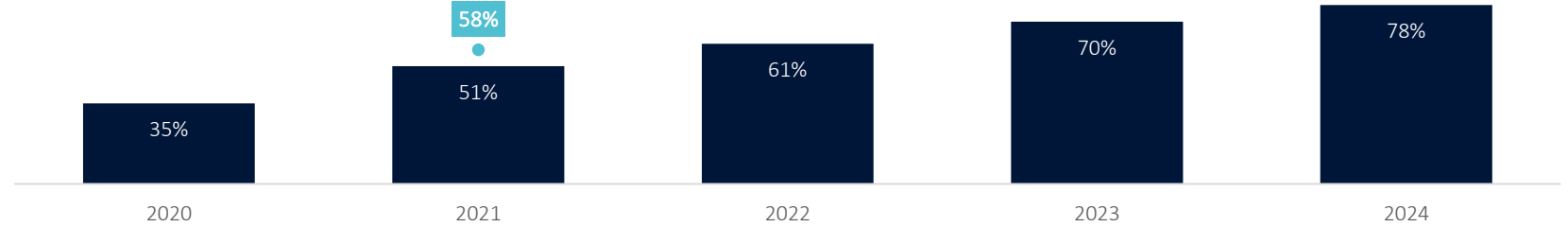
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* External revenue

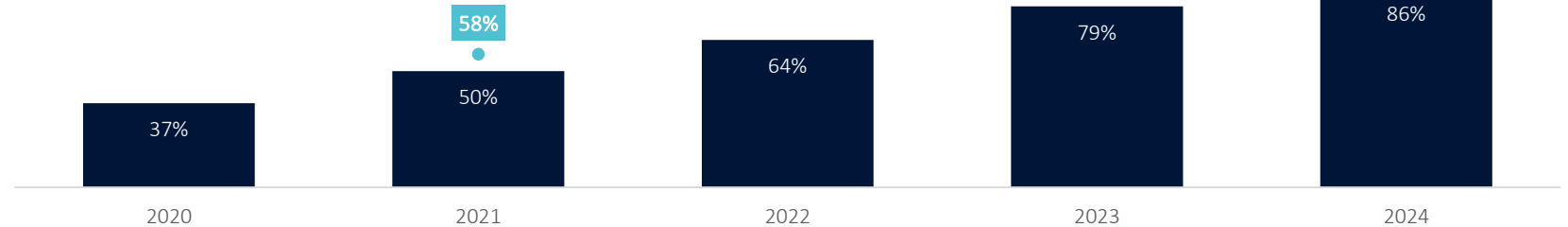
ENERGY

■ Target ARR ● EoP ARR



MARITIME

■ Target ARR ● EoP ARR





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Key achievements 2020

Strategic milestones and focus areas

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Enterprise framework agreement Kognitwin Energy for Shell

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Offshore SUBSCRIBE MAGAZINE VIDEOS WEBCASTS EVENTS ABOUT US
REGIONAL REPORTS DRILLING & COMPLETION FIELD DEVELOPMENT SUBSEA GEOSCIENCES PIPELINES PRODUCTION RIGS/VESSELS DEEPWATER

HOME
Teknologi
Shell
Shell
agrees
Aug 28th
Kongsberg
hele verden
Landet global tech-avtale med Shell: - Starten på et nytt industri
OE OFFSHORE ENGINEER
THE FUTURE OF OFFSHORE ENERGY & TECHNOLOGY.

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Upstream Latest News

Shell Taps Kongsberg Based Digital Twin



FINANCE See all articles

– Det var relativt med Digital. (Foto: Skjal)

WORLD CLA

Our collaboration with Kongsberg Digital in developing digital twins brings in a new era of visually interacting with data and models at the asset, equipment and component level. Digital twins drive efficiency by enabling remote operations, automation and significantly improved collaboration. It supports our front-line operations to better leverage insights from big data, transforming ways of working to unlock value and increase resilience in the changing business environment.

Yuri Sebregts, Chief Technical Officer Shell



Shell picks Kongsberg for digital twin software solutions

Supermajor selects Norwegian supplier to deliver integration, visualisation and analytics across global assets

28 August 2020 12:45 GMT UPDATED 28 August 2020 12:45 GMT
By Anamaria Dedulescu in London





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Digital transformation is reshaping the Energy industry

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Carbon
Footprint



Autonomous
Operations



Digital
Worker



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Kognitwin Energy

The working surface of the future

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Decreased
carbon footprint

Data driven
decisions

Common
organizational
insight

Energy
management

Remote
operations

Increased safety

Operational
efficiency

Production
optimization

Increased
automation

Autonomous
operations

Nyhamna





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Digital transformation is reshaping the maritime industry

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Sustainability
and
emissions



Autonomous
operations



New
regulations



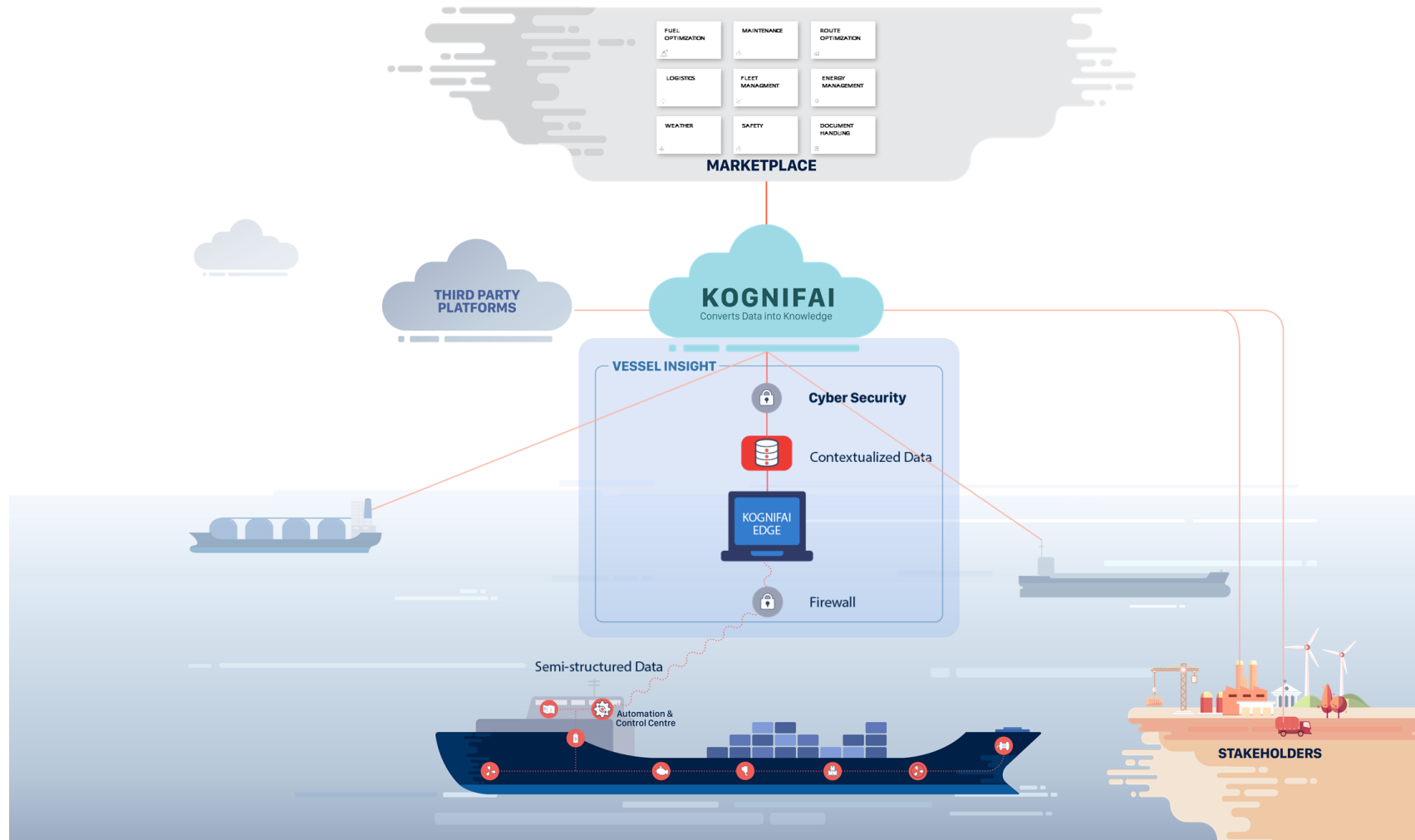
Decreasing
margins



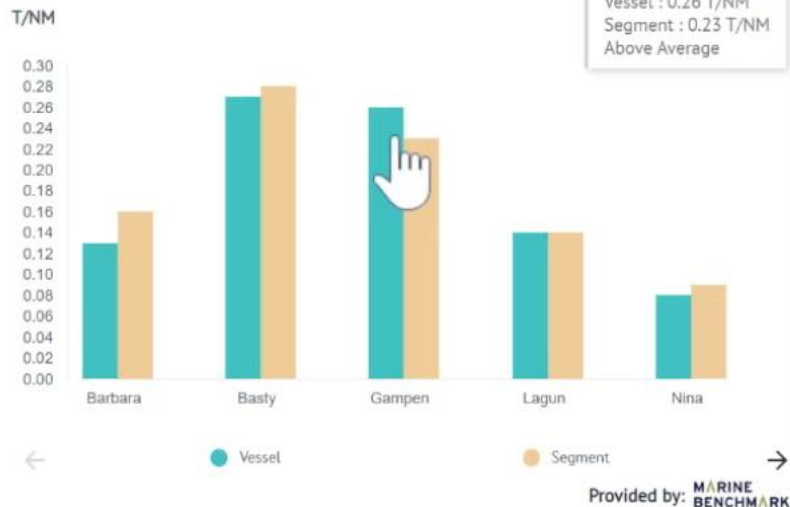
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Vessel Insight data infrastructure and ecosystem

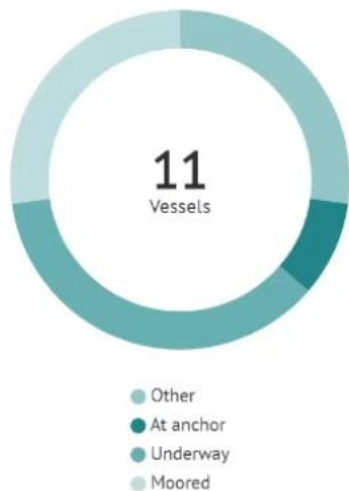
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Fuel Consumption 📄



Vessel State



VESSEL FILTER

Items per page: 5 | 1 - 5 of 11 | < >

Vessel Name	Vessel State	Connection ↑	Fuel (T/NM)	Course	Speed (kn)	Origin	Destination	ETA
Pinta	Underway	🟢 Good	0.10	260.7 °	12.8	Ulsan	Mai-liao	2020-10-19 17:00
Nina	Underway	🟢 Good	0.08	112 °	13.5	CNT TXG	Toyohashi	2020-10-14 20:00
Santa Maria	Underway	🟢 Good	0.15	235.9 °	0.2	Port Hedland	Qingdao Liuting International Apt	2020-10-12 12:00
Gampen	Other	🟡 No Connection	0.26	46.6 °	13.1	JP CHB KSB	JP CHB KS	2020-10-18 01:00
Basty	At anchor	🟡 No Connection	0.27	117 °	63	DAHEJ	RAS LAFFAN	2020-10-08 03:09



Ensuring scalability for customers and vendors

Maritime software landscape 2020

The image displays a comprehensive grid of logos for maritime software companies, organized into several key categories:

- Administration:** Finance & Controlling, HSEQ, Risk & Insurance.
- Personnel:** Crew Management, Crew Training & Welfare, Document Handling.
- Fuel & Performance Management:** Fuel Performance, Voyage and Navigation, Fleet Tracking, Special Solutions.
- Maintenance & Operations:** Maintenance, Port Operations, Drydocks & Refits, Logistics & Procurement.
- Other:** Chartering, Advanced Analytics, Connectivity & Comms.

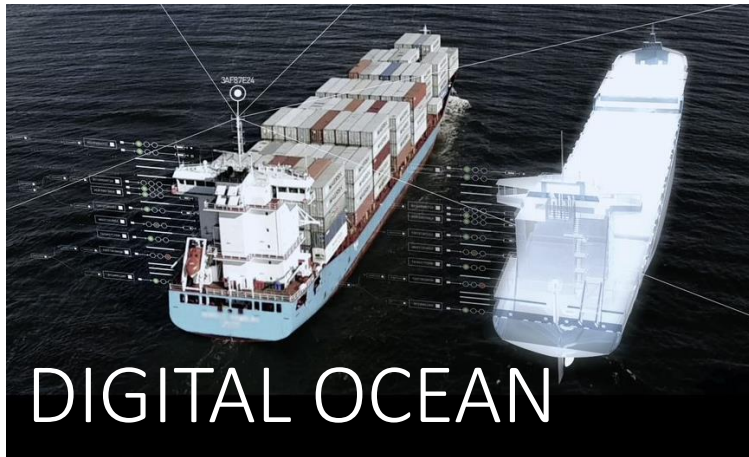
A large banner at the bottom, titled "Fleet Management System", features a collection of logos including ABS, AndSoft, GALIOT AERO, CODO, MESPAS, Premas, MASTEX, SHIPNET, BASS, Maroz Maritime, benefit, DNV-GL, SOLVERMINDS, Ulysses, Smart Ship, KONGSBERG, ib, Helms, TERO, DecOffice, NOZZLE, and STAR.



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Ambitions for Kongsberg Digital

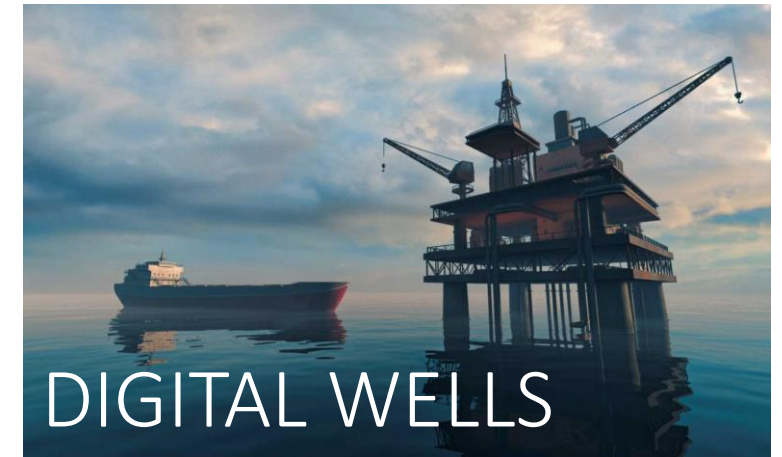
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Targeting 10% of world fleet



Targeting 15% of assets



Market leader, upsell with applications

~ 3 bn revenue and 80 % SaaS in 2024



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Thank you

